

Message Text

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64

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TO AMEMBASSY PARIS PRIORITY

INFO USMISSION NATO

AMEMBASSY BONN

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E.O. 11652: N/A

TAGS:MPOL, MARR, NATO, FR

SUBJECT: TWO-WAY STREET DISCUSSIONS WITH FRENCH ARAMAMENT
DIRECTOR

1. REQUEST EMBASSY DELIVER FOLLOWING LETTER FROM DR.
CURRIE TO MR. DELPECH:

QUOTE: MR. JEAN-LAURENS DELPECH, MINISTERIAL DELEGATE FOR
ARMAMENTS, 14 RUE SAINT DOMINIQUE, 75997 PARIS ARMEES,
FRANCE.

DEAR JEAN:

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THIS IS IN REPLY TO YOUR RECENT LETTER CONCERNING THE LMT

BID FOR A TANKDRIVING SIMULATOR IN WHICH YOU EXPRESSED CONCERN THAT THE FRENCH FIRM MIGHT NOT BE GIVEN EQUAL TREATMENT WITH RESPECT TO THE QUOTE BUY AMERICAN UNQUOTE ACT APPLICATION. FOR THE PRESENT, YOUR QUESTION IS MOOT SINCE THE U.S. ARMY HAS RETURNED BIDS TO CONTRACTORS AND IS FURTHER DEFINING ITS TANK SIMULATOR REQUIREMENT.

HOWEVER, I WOULD LIKE TO FURTHER ELABORATE ON OUR JULY 21 CONVERSATION WITH RESPECT TO THIS ISSUE. THE U.S. DEFENSE DEPARTMENT IS AUTHORIZED TO WAIVE QUOTE BUY AMERICAN UNQUOTE

PROVISIONS WHEN PROCUREMENT OF A PARTICULAR TYPE OF EQUIPMENT FROM OUR NATO ALLIES WILL PROMOTE ALLIANCE STANDARDIZATION OR INTEROPERABILITY AND THEIR CONCOMITANT COST-EFFECTIVENESS. (ATTACHED FOR YOUR CONVENIENCE IS THE TEXT OF THE GOVERNING LEGISLATION.) THE DEPARTMENT OF DEFENSE CONSIDERS THESE WAIVERS TO BE IN THE NATIONAL INTEREST AND CONGRESS SUPPORTS THIS POSITION. FOR EXAMPLE, WE FEEL THAT ROLAND DIRECTLY FURTHERS THE STANDARDIZATION/INTEROPERABILITY OBJECTIVES, AND WE THEREFORE WOULD WAIVE QUOTE BUY AMERICAN UNQUOTE PROVISIONS FOR THIS PROGRAM IF NECESSARY.

A SECOND BASIS FOR WAIVING QUOTE BUY AMERICAN UNQUOTE PROVISIONS RESTS UPON HAVING A MUTUAL AGREEMENT THAT THESE PROVISIONS WILL BE WAIVED ON A RECIPROCAL BASIS TO PROMOTE COOPERATION IN DEFENSE DEVELOPMENT AND PROCUREMENT. THIS TYPE OF BROADER COOPERATION SHOULD ALSO PROMOTE GREATER NATO STANDARDIZATION AND INTEROPERABILITY. IF YOU BELIEVE THAT CONSIDERATION OF SUCH AN AGREEMENT ALONG THESE LINES WOULD BE IN FRANCE'S INTEREST, I WOULD BE HAPPY TO DISCUSS THIS POSSIBILITY WITH YOU SO THAT WE MIGHT DEVELOP A PROPOSAL FOR REVIEW BY BOTH OUR GOVERNMENTS.

I WISH TO ASSURE YOU THAT, INDEPENDENT OF ANY SUCH AGREEMENT, WE WILL CONTINUE TO WAIVE QUOTE BUY AMERICAN UNQUOTE RESTRICTIONS IF WE CAN DEMONSTRATE THAT THE PURCHASE OR PRODUCTION OF FRENCH EQUIPMENT BY THE U.S. CONTRIBUTES TO NATO-WIDE STANDARDIZATION/INTEROPERABILITY. LIMITED OFFICIAL USE

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SINCERELY, MAL (MALCOLM R. CURRIE) UNQUOTE.

2. FOR PARIS: ORIGINAL SIGNED LETTER WITH ATTACHMENT POUCHED 10 SEPTEMBER. COPY FOR AMBASSADOR KOSCIUSKOMORIZET PROVIDED TO FRENCH EMBASSY SAME DATE.

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